



AIR FORCE CONTRACTING

REENGINEERED AIR FORCE SOURCE SELECTION PROCESS

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Purpose

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To provide a summary of the Air Force's new source selection process



New Source Selection Environment

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- Align with new FAR Part 15
- Best Value Continuum
- Increased Emphasis on Past Performance
- Air Force Openness Policy
 - Integrity/fairness
 - Partnering with Industry
- Commercial Item Contracting
- Price Based Acquisition
- Decreased Field Experience in Source Selection
- Need to Streamline Air Force Acquisition Policy
 - Downsizing
 - Business Affairs Revolution
 - Reduced Cycle Time
 - Empowerment (CO is SSA for Basic; Greater Flexibility)
 - Less Documentation



Open Communications

Offerors know where they stand throughout process:

- Feedback
- Past Performance
- Colors and Risk Ratings before Final Proposal

Debriefing

- Expanded
- More open

Award

- ADR
- Award
- Fee

Early Industry Involvement

- Draft RFPs
- Industry Days
- Release of Standard Understanding of Requirements

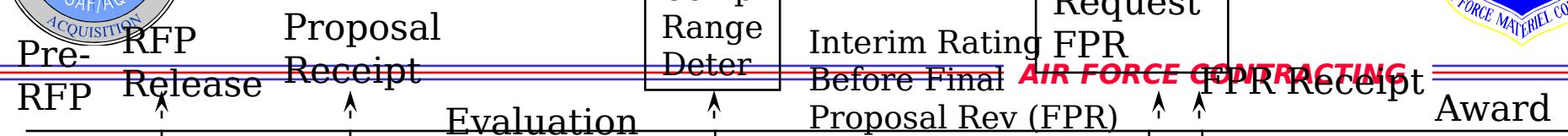


Clear, fair evaluation process

**OPEN COMMUNICATION IS SMART PARTNERING~
HELPS ENSURE BEST VALUE**



EXCHANGES BY CONTRACTING PHASE WITH DISCUSSIONS



- Req Devel
- Acq Strategy
- DRFPs
- Conferences
- One-on-one Mtgs
- Market Research

- CO Responses to Questions
- RFP Amendments

- All proposals eval
- Comp range deliberated
- No revisions allowed
- Communicate only with those uncertain if in/out CR

- Now best value is goal
- ENs (not CRs/DRs) issued
- Proposal revisions allowed
- Must discuss
 - significant weaknesses
 - deficiencies
 - other aspects to enhance award potential
- Release Interim FPR ratings
- Request FPRs

Post-Award Debriefings

Exchanges (CO controls after RFP release)

Communications for greater understanding leading to CRD

Discussions (only w/offerors in CR)

Debriefings of successful and unsuccessful offerors. Same rating charts as shown to SSA



EXCHANGES BY CONTRACTING PHASE

AWARD WITHOUT DISCUSSIONS



EXCHANGES

- Req Devel
- Acq Strategy
- DRFPs
- Conferences
- One-on-one Mtgs
- Market Research

- CO Responses to Questions
- RFP Amendmnts

Exchanges (CO controls after RFP release)

- All proposals eval
- No revisions allowed
- ONLY used in award w/o discussions
- Only to:
 - Resolve minor/clerical errors
 - Clarify past performance relevance
 - Respond to adverse past performance information not previously responded to

Clarifications
(NO proposal revisions!)

Post-Award Debriefings

Debriefings of successful and unsuccessful offerors. Same rating charts as shown to SSA



Major Features of New Source Selection Policy

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- **3 Categories of Source Selection**
- **Evaluation Factors**
- **New Color and Past Performance Definitions**
- **Evaluation Notices (ENs)**
- **Documentation (PAR and PER)**
- **Release of Rating Status**



Goal of Source Selection Policy Reengineering

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- **Reflect new source selection environment**
- **Simplify process**
 - Easier to understand and do
- **Shorten process**
- **Use less people**
- **Require less paperwork**
- **Get a better BEST VALUE decision**
- ***FASTER, BETTER, CHEAPER***



Test Results

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- **Very positive regarding Basic procedures**
 - **MAJCOMs enthusiastically supported**
- **Very positive feedback on limiting factors and subfactors for all categories**
- **Very positive feedback on Openness Initiatives**
- **Less than enthusiastic support for proposed rating scheme on Agency/Median source selections**
 - **Rating changes required clarification**
 - **Evaluation Notices (ENs) required additional discrimination between deficiencies and other questions**



Air Force Source Selection Thresholds



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- **Basic (\$100K to <\$10M)**
 - **2 person team (Contracting Officer and technical)**
 - **Single document (Proposal Evaluation Report (PER))**
- **Median (\$10M to < \$100M)**
 - **PER or Proposal Analysis Report (PAR)**
 - **Evaluation rating charts (Colors, risk, price/cost)**
- **Agency (> \$100M)**
 - **Evaluation rating charts and PAR**
 - **Source Selection Advisory Council (SSAC)**
- **For Median and Agency, people involved should**



Mandatory Evaluation Factors

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- **Price/Cost**
- **Past Performance Confidence Assessment**
- **Mission Capability**
 - Limited to 6 subfactors
 - Elements permitted only in Agency
- **Proposal Risk**



New Color Definitions



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- **Blue - Exceptional** Exceeds specified min. performance or capability requirements in a way beneficial to the Air Force.
- **Green - Acceptable** Meets specified minimum capability requirements necessary for acceptable contract performance.
- **Yellow - Marginal** Does not clearly meet some specified minimum performance or capability requirements necessary for acceptable contract performance, but any proposal inadequacies are correctable.



New Past Performance Confidence Assessment Definitions

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- **Exceptional/
High Confidence**

Based on the offeror's performance record, essentially no doubt exists that the successful offeror will successfully perform the required effort.

- **Very Good/
Significant
Confidence**

Based on the offeror's performance record, little doubt exists that the offeror will successfully perform the required effort.



New Past Performance Confidence Assessment Definitions (cont)

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- **Satisfactory/ Confidence**

Based on the offeror's performance record, some doubt exists that the offeror will successfully perform the required effort.

- **Neutral/ Unknown Confidence**

No performance record identifiable (see FAR 15.305(a)(2)(iii) and (iv)).



New Past Performance Confidence Assessment Definitions (cont)

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- **Marginal/Little Confidence**

Based on the offeror's performance record, substantial doubt exists that the offeror will successfully perform the required effort. Changes to the offeror's existing processes may be necessary in order to achieve contract requirements

- **Unsatisfactory/No Confidence**

Based on the offeror's performance record, extreme doubt exists that the offeror will successfully perform the required effort.



Evaluation Notices (ENs)

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- **Single form for all exchanges**
- **Identify phase of exchange**
 - Clarifications
 - Communications
 - Discussions
- **Identify which ENs are deficiencies**



EVALUATION NOTICE FORM

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<p><input type="checkbox"/> FAR 15.306(a) Clarifications Offeror _____</p> <p><input type="checkbox"/> FAR 15.306(b) Communications Control # _____</p> <p><input type="checkbox"/> FAR 15.306(c) Discussions</p> <p><input type="checkbox"/> Deficiency</p>	
<p>GOVERNMENT COMMENT: Factor _____ Subfactor _____ Element _____</p> <p>REFERENCE: Specify offeror's document, paragraph and page number</p> <p>SUMMARY: How does the EN affect the program if accepted "as is"? Include references to the solicitation if necessary to support the EN.</p>	
<p>EVALUATOR:</p>	
<p>OFFEROR RESPONSE:</p>	
<p>EVALUATOR ASSESSMENT OF OFFEROR RESPONSE: Address impact and evaluate response.</p>	

Optional AF FORM # DATE



AFFARS 5315.305(a)(3)(b)(i-ii) SOURCE SELECTION EVALUATION MATRIX



FACTORS AIR FORCE CONTRACTING

MISSION CAPABILITY				
SUBFACTOR 1	SUBFACTOR 2	SUBFACTOR 3	SUBFACTOR 4	SUBFACTOR 5
PROP RISK 1	PROP RISK 2	PROP RISK 3	PROP RISK 4	PROP RISK 5
PERFORMANCE CONFIDENCE*				
*assessed at subfactor, rated at factor level				
PRICE/COST				



Reduced Documentation

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- **Source Selection Plan (SSP)**
 - Briefing charts may be used
 - Reference or attach supporting documents to avoid d
 - » For example, attach RFP Section M
 - Separate SSP not required for Basic Level
- **Proposal Evaluation Report (PER)**
 - Basic source selections only
 - Section I - Modified SSP
 - Section II - Evaluation by offeror
 - Section III - Comparative analysis of offerors
 - Section IV - SSDD



Reduced Documentation (cont)

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- **Briefing Charts for SSA Decision Meeting**
 - Not required for Basic
 - Intended to be “PAR”-type documentation for Median
 - **Show only final ratings**
 - » Do not show ratings from initial competitive range briefing
- **Proposal Analysis Report (PAR)**
 - Required for Agency
 - Required for all ACAT programs other than Basic source selection
 - **Optional for non-ACAT Median (Requires SSA approval to use)**



Release of Rating Status

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- **Mandatory for ACAT programs**
- **Requires release of rating status after discussion**



Conclusion

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- **Open Communications~ Great feedback!**
 - Benefit both industry and government
- **New policy is consistent with Far Part 15 rewrite and new past performance policy**
- **Streamlines existing procedures**
- **Fewer factors, people, and cycle time**
- **Bottom Line: Saves time and cost for everyone**